



basic education

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

NATIONAL SENIOR CERTIFICATE

GRADE 12

AGRICULTURAL MANAGEMENT PRACTICES

FEBRUARY/MARCH 2012

MARKS: 200

TIME: 2½ hours



This question paper consists of 17 pages and a 1-page answer sheet.



INSTRUCTIONS AND INFORMATION

1. This question paper consists of FOUR questions. Answer ALL the questions.
2. SECTION A (QUESTION 1) must be answered on the attached ANSWER SHEET.
3. Place the ANSWER SHEET for SECTION A (QUESTION 1) inside the front cover of the ANSWER BOOK.
4. SECTION B (QUESTIONS 2 to 4) must be answered in the ANSWER BOOK.
5. Start EACH question in SECTION B on a NEW page.
6. Read the questions carefully and align your responses accordingly.
7. Number the answers correctly according to the numbering system used in this question paper.
8. Non-programmable calculators may be used.
9. ALL calculations must be rounded off to TWO decimals unless stated otherwise.
10. Give special attention to units where applicable.
11. Write neatly and legibly.



SECTION A**QUESTION 1**

- 1.1 Various options are provided as possible answers to the following questions. Choose the answer and make a cross (X) in the block (A–D) next to the question number (1.1.1 – 1.1.10) on the attached ANSWER SHEET.

Example:

1.1.11	<input checked="" type="checkbox"/> A	B	C	D
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- 1.1.1 The economic characteristic of land that determines that the yield potential of the soil can never be exceeded by extra input of fertilisers:
- A Law of economic scale
 - B Durability
 - C Law of diminishing returns
 - D Indestructibility
- 1.1.2 The difficulty in the cultivation of soil which is caused by extremes in soil texture like dominantly sandy or dominantly clay soils will always be lessened by ...
- A water provision.
 - B early cultivation.
 - C contour ploughing.
 - D increasing the organic matter content.
- 1.1.3 The type of worker who is trained and knows how to do related specialised tasks on the farm for a long time:
- A Temporary worker
 - B Skilled worker
 - C Casual worker
 - D Unskilled worker
- 1.1.4 The type of farm planning that addresses the programme from the beginning until the end of each day:
- A Physical farm planning
 - B Business plan
 - C Daily planning
 - D Maintenance plan



- 1.1.5 The process in the management of a farm whereby a choice is made between two alternatives:
- A Motivation
 - B Decision making
 - C Control
 - D Leadership
- 1.1.6 The management action that a farmer utilises to encourage the workers to do their best to increase production:
- A Implement a bonus system
 - B Appoint more supervisors
 - C Use an electronic attendance register
 - D Use close circuit cameras
- 1.1.7 The farm financial planning tool which is necessary to ensure that money required keeping the production process going is available at all times:
- A Income tax statement
 - B Insurance fund records
 - C Cash flow budget
 - D Estate duty form
- 1.1.8 The following are the main functions directly related to the marketing process of agricultural products:
- i Storage
 - ii Financing
 - iii Transport
 - iv Processing
- A i and iv
 - B i, ii and iii
 - C ii and iv
 - D i, iii and iv
- 1.1.9 This is the type of credit that a farmer normally uses to purchase land and its fixed improvements such as buildings, fences and boreholes where a huge capital investment is needed:
- A Intermediate credit
 - B Medium-term credit
 - C Long-term credit
 - D Short-term credit



1.1.10 A merchant who buys large volumes of products directly from producers, processors or other marketing intermediaries for resale to retail outlets countrywide:

- A Café owner
- B Stock broker
- C Agent of a fresh produce market
- D Wholesaler

(10 x 2) (20)

1.2 Choose a description from COLUMN B that matches an item in COLUMN A. Write only the letter (A–L) next to the question number (1.2.1–1.2.10) on the attached ANSWER SHEET, for example 1.2.11 M. Each description in COLUMN B may only be used ONCE.

COLUMN A		COLUMN B
1.2.1	Soil qualities	A anything that has a financial value in the possession of the farming business
1.2.2	Natural grazing	B use of advanced and modern technology to optimise the production output of the farm
1.2.3	Climate	C the difference between the total farming income and the expenditure
1.2.4	Total costs	D the main factor determining whether a region is suitable for the cultivation of a particular crop
1.2.5	Assets	E heating of the product during processing to remove all pathogenic micro-organisms and prolonging its shelf life
1.2.6	Net farming income	F credit that must be paid back within the same season or year
1.2.7	Current liabilities	G used to record stock in the trading inventory
1.2.8	Receipts	H source documents that are issued to acknowledge that the money has been received by the business
1.2.9	Sterilization	I deducted from soil data and soil information
1.2.10	Precision farming	J the sum of total costs used in the enterprise for a particular year
		K the most economical source of animal feed
		L total costs less total production factor costs

(10 x 2) (20)



- 1.3 The following statements are INCORRECT. Change the underlined word(s) to make each statement CORRECT. Write the correct word(s) next to the question number (1.3.1–1.3.10) on the attached ANSWER SHEET, for example 1.3.11 Recording.
- 1.3.1 A business plan normally shows the work that needs to be done on the farm at different times of the year.
- 1.3.2 Movable capital refers to the capital goods that are used for one production season such as seeds, fertilisers and fuel.
- 1.3.3 The portion of the total available capital in the farming enterprise which is supplied by a certain financial institution, is known as own capital.
- 1.3.4 The relationship between a change in price and demand for the product is known as the price elasticity of supply.
- 1.3.5 The market structure is a group of people with unique desires and who constitute a smaller group of the total market.
- 1.3.6 The product sale is the result of the interaction between supply and demand on a market.
- 1.3.7 The total quantity of a commodity that a producer wishes to sell at a market is called the demand of the product.
- 1.3.8 The processing process consists of a series of activities to get the product from the farmer to the consumers.
- 1.3.9 At village markets the sale of fresh produce is done by market agents on behalf of the farmer on a commission basis.
- 1.3.10 Farm workers spend most of their time on planning, administration, marketing and supervisory tasks on the farm. (10 x 1) (10)

TOTAL SECTION A: 50



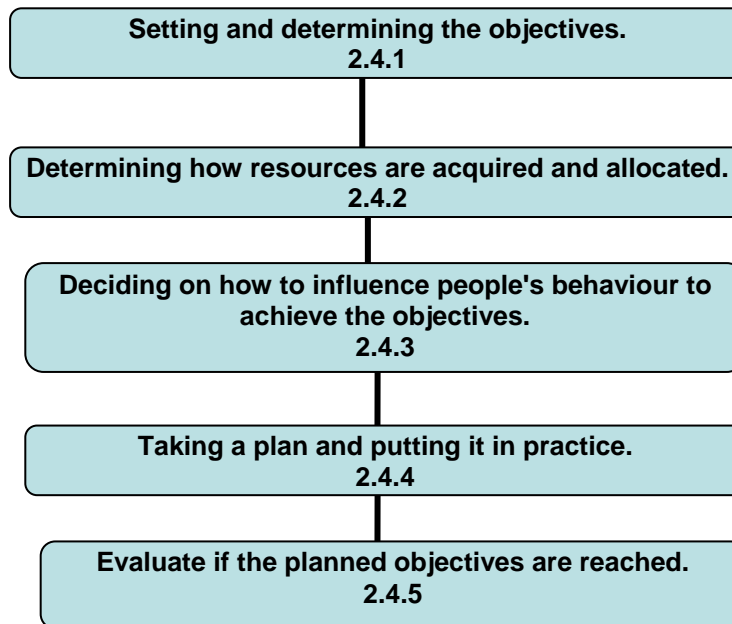
SECTION B**QUESTION 2: ANIMAL AND CROP PRODUCTION**

Start this question on a NEW page.

- 2.1 Enterprise guides emphasise the importance of entrepreneurs to assess their personal and farm objectives.
- 2.1.1 Name THREE types of plans that need to be set up by the farmer to achieve their farming objectives. (3)
- 2.1.2 Outline the most important objectives of a commercial farmer. (2)
- 2.1.3 Name FOUR ways whereby a farmer can evaluate the planning of his/her farming enterprise. (4)
- 2.2 Give FOUR reasons why it is important for a livestock farmer to divide the farm into camps. (4)
- 2.3 In South Africa there are a number of production systems available for the various enterprises. The choice of the production system is critical as it will affect the profitability and the stability of the enterprise.
- Give ONE reason why each of the following factors is important when a farmer considers choosing a production system for livestock:
- 2.3.1 Markets (1)
- 2.3.2 Efficiency of production (1)
- 2.3.3 Feed available (1)
- 2.3.4 Veld type (1)
- 2.3.5 Profitability (1)



2.4 Both the farm managers and the general managers of the farm businesses perform five management functions. The schematic representation below refers to the management process.



Name the related management function, marked 2.4.1–2.4.5 in the schematic representation above. (5)

2.5 South Africa must offer workers equal employment opportunities as defined in South Africa's Code of Good Practice on Employment Equity. Workers on fair trade farms enjoy the freedom of association, safe working conditions and living wages. Child labour is strictly prohibited.

LEGISLATION	AIM
Occupational Health and Safety Act, 1993 (Act 85 of 1993)	2.5.1
Basic Condition of Employment Act, 1997 (Act 75 of 1997)	2.5.2
Compensation for Occupation Injuries and Diseases Act, 1993 (Act 130 of 1993)	2.5.3

Match the legislation above with the appropriate aim below. Write down only the LETTER (A–C) next to the question number.

Aim:

- A. Ensures that fair labour practices exist by regulating the basic remuneration and working hours of workers.
- B. Dealing with measures to prevent injuries and provision of protective clothing at workplaces.
- C. Assist employers and employees who are injured, disabled or killed as a result of workplace accident.

(6)



2.6 Normal farming activities have no influence on soil texture, but other soil characteristics such as soil structure and nutrient status are variable. It is important for the farmer not to allow the weakening of certain properties which determine the soil potential.

Name FIVE ways to improve the productivity of sandy soil. (5)

2.7 The following statements refer to both crops and animals' production systems. Categorise these production systems as intensive system, semi-intensive system and extensive system.

2.7.1 Rearing the livestock on natural grazing only (1)

2.7.2 Keeping livestock in a feedlot (1)

2.7.3 Farm animals kept in the feedlot are sometimes given access to natural grazing or planted grazing (1)

2.7.4 Planting crops inside a greenhouse (1)

2.7.5 Practising dry-land crop production (1)

2.8 Mechanisation is the use of machines instead of people to do the work. It is often driven by mechanical power from tractors, engines and/or animals.

State the advantages of mechanisation by referring to FIVE points to emphasise the importance of using farm implements in farming processes. (5)

2.9 A small-scale crop producer with 350 ha of land in the Limpopo Province has been recording crop yields obtained from a field for the past six years. Different quantities of fertiliser were applied to the cropping land and the yield increased gradually on an annual basis, but sometimes remained constant.

The table below represents the yields obtained from the cropping field with the respective levels of fertilisers that were applied.

CROPPING SEASON (YEAR)	QUANTITY OF FERTILISERS APPLIED (kg/ha)	YIELD (tons/ha)
1	20	20
2	50	55
3	80	100
4	110	150
5	140	165
6	170	165

Plot a line graph using the above data to show the relationship between the crop yield and fertiliser application on this cropping field. (6)

[50]



QUESTION 3: RECORDING, FINANCIAL STATEMENTS AND ENTREPRENEURSHIP

Start this question on a NEW page.

3.1 When a business transaction takes place, a source document is prepared. A receipt is an example of such a source document.

Indicate TWO instances when the farming enterprise would issue a receipt to the customer. (2)

3.2 Many farmers in South Africa still prefer payment by cheque for farming expenses.

3.2.1 Name TWO advantages of paying by cheque instead of making cash payments. (2)

3.2.2 Some of the important information that is contained on a cheque may be divided into three parts, namely:

- (a) Bank information (2)
- (b) Business information (drawer) (2)
- (c) Transaction information (2)

Give TWO examples of detail on a cheque that are linked to each of the three divisions mentioned above.

3.3 It is important to keep records in a farming enterprise. Use the table below to classify the following list of records as production, physical or financial records.

LIST OF RECORDS

- Workshop tool inventory
- Stock of seeds for the next planting season
- Crop yield per ton of fertiliser used
- Number and condition of young animals born from a single mother
- Cash flow

PRODUCTION RECORDS	PHYSICAL RECORDS	FINANCIAL RECORDS

(5)

3.4 An entrepreneur is somebody who has the ability to identify a unique market opportunity and is then prepared to take a risk to develop a business.

3.4.1 Explain the necessity of an entrepreneur having visionary leadership qualities by referring to the statement above. (2)



3.4.2 Identify TWO characteristics that show the financial skills of the entrepreneur. (2)

3.4.3 State the best way to measure the success of an entrepreneur. (2)

3.5 There is a growing demand for food and other commodities worldwide. Drastic changes are taking place in agricultural sectors and this is forcing us to rethink the role played by the farmers to support the economy.

Briefly explain how each of the following aspects needs to be dealt with to satisfy the growing need for agricultural products:

3.5.1 Risk (2)

3.5.2 Sustainability (2)

3.6 The following table represents the attendance register for a farm.

WORKERS' ATTENDANCE REGISTER

Employer		Mmbila Farms						Week		2	May 2011	TO	8	May 2011
Employee		Initials		Surname				Code		Occupation				
		KK		Clever				09		Storekeeper				
Day	Date	Hours worked						Total hours	Total hours worked		Reason absent	Signature		
		on	off	on	off	on	off		Normal	Overtime		Farmer	Worker	
1	2										Public holiday	LB	KK	
2	3	7:00	13:00	14:00	17:00							LB	KK	
3	4	7:00	13:00	14:00	17:00							LB	KK	
4	5	7:00	13:00	14:00	17:00							LB	KK	
5	6	7:00	13:00	14:00	17:00	17:00	19:00					LB	KK	
6	7	7:00	13:00									LB	KK	
7	8													

3.6.1 Deduce the length of the normal working hours for KK Clever on this farm during this period in May 2011. (2)

3.6.2 Identify the date that KK Clever worked overtime and indicate the number of hours involved. (2)

3.6.3 Calculate the total number of hours that KK Clever worked during this week. Show ALL calculations. (4)

3.6.4 No working hours were recorded for KK Clever on day 1 (02-05-2011). Give a reason for this. (1)



3.7 The profit or loss of the farming enterprise is called the gross margin. To calculate the gross margin of a farming enterprise, the total expenses are subtracted from the total income of that enterprise. Knowing the gross margin helps the farmer to make decisions on the profitability of the farming enterprise.

A farmer has the following income values for both the crop and livestock enterprises:

- Crop enterprise = R10 500,34
- Livestock enterprise = R12 300,15

The tables below reflect the expenses incurred by the farmer.

EXPENSES OF RUNNING A LIVESTOCK ENTERPRISE		
Date	Expenses	Amount (R)
12/3/11	Purchase of 8 x 50 kg starter pellets at R50,00 a bag	400,00
25/3/11	Purchase of dip 2 x 5 litres at R120,00 each	240,00
26/6/11	Purchase of deworming medicines	145,00
10/7/11	Purchase of licks	300,00
22/8/11	Purchase of vaccines	250,00
22/8/11	Purchase of 8 x 50 kg grower pellets at R56,50 a bag	452,00
17/10/11	Purchase of 50 kg feed supplements	2 300,00
23/12/11	Purchase of lucerne hay	3 940,00
	TOTAL	8 027,00

EXPENSES OF GROWING 3 ha OF CROPS		
Date	Expenses	Amount (R)
8/9/11	Ploughing of land at R210,00 a hectare	630,00
12/9/11	Harrowing of land at R180,00 a hectare	540,00
15/9/11	Fertilising of land at R100,00 a hectare	300,00
15/9/11	Purchase of 15 x 50 kg mixed fertilisers at R80,00 a bag	1 200,00
16/9/11	Runners for planting 15 x 50 kg bags of runners at R50,00 a bag	750,00
19/9/11	Food for the planting workers	200,00
15/10/11	12 x 50 kg LAN at R95,00 a bag	1 140,00
15/11/11	12 x 50 kg LAN at R95,00 a bag	1 140,00
	TOTAL	5 900,00

- 3.7.1 Calculate the gross margin of both enterprises using the information in the tables above. (4)
- 3.7.2 Deduce the most profitable enterprise. Substantiate your answer by giving a reason. (4)
- 3.7.3 Calculate the net income of this farm. (3)



3.8 For a sustainable farming business the prospective business person must prepare a good business plan.

Discuss the business plan under the following headings:

- | | | |
|-------|---|-----|
| 3.8.1 | Internal forces that can lead to great success in a farming business | (2) |
| 3.8.2 | External forces that provide opportunities for the business to expand in future | (2) |
| 3.8.3 | Potential risks | (1) |
- [50]**



QUESTION 4: HARVESTING, VALUE-ADDING, MARKETING, AGRITOURISM AND INDUSTRY

Start this question on a NEW page.

- 4.1 Eight emerging small-scale farmers are planning to produce an edible crop and small livestock products.

Supply FIVE outlets where these farmers can sell their produce. (5)

- 4.2 Processing of agricultural products requires good management skills and practices. The risk of supplying poor quality products should be avoided and losses through spoilage and consequently profit losses avoided.

Write down the importance/reasons for each of the following activities that must be implemented when processing an agricultural product:

4.2.1 Cleaning (1)

4.2.2 Covering (1)

4.2.3 Cutting (1)

4.2.4 Mixing (1)

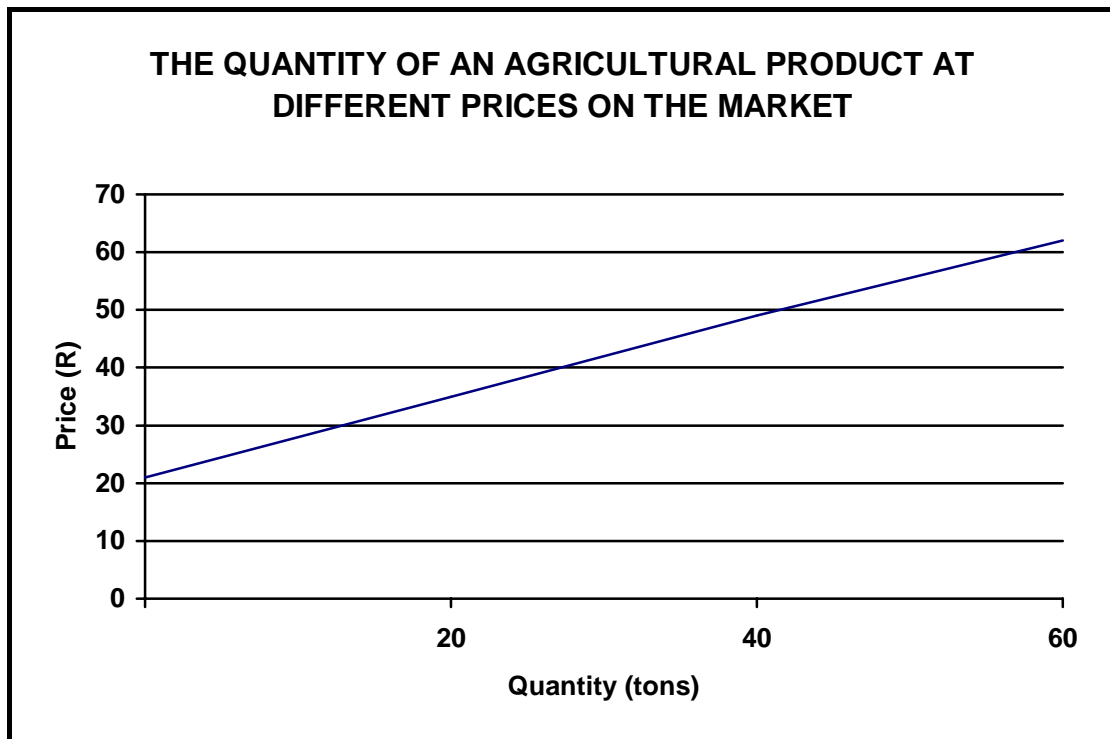
4.2.5 Dividing into sizes or portions (1)

4.2.6 Put into containers, for example bottling, canning (1)

- 4.3 Many crops require sun drying before they are processed, stored or marketed. Name FOUR factors that will influence the time needed to dry a harvested crop in the sun or just in the open environment. (4)



- 4.4 The graph below shows the quantity of an agricultural product that producers/farmers will supply to the central market at a given price.



- 4.4.1 Identify the concept of marketing represented by the graph above. (1)
- 4.4.2 Deduce from the graph above the quantity of the product supplied if the price is set at R25,00 per unit. (2)
- 4.4.3 Briefly explain the effect of the quantity of a product supplied and the price per unit (in rand) in a free-market system with reference to the following:
- (a) A very good harvest during that season/period (2)
 - (b) A scarcity of the commodity, for example during a drought (2)
- 4.5 Like all forms of business undertakings, co-operatives are also guided by set principles. Describe the meaning of each of the following principles used by co-operatives in the agribusiness environment:
- 4.5.1 Democratic control (2)
 - 4.5.2 Member's economic participation (2)
 - 4.5.3 Autonomy (2)



- 4.6 Chemicals used on the farm are dangerous when handled carelessly, not only to the user but also to OTHERS in the environment. It must also be noted that most of the danger/poison is found in the form of residues of these chemicals which occur on harvested agricultural products and is carried on to grading and packaging up until the product reaches the consumer.

Name FOUR of the OTHERS (organisms that can be affected) mentioned in the paragraph above. (4)

- 4.7 It is important that the farmer generates and collects knowledge exactly about the market for his/her produce. Some of this essential knowledge is obtained by doing market research. Three important questions in market research are given below:

- What is the size of the market?
- Is the market stable?
- How much competition is in that market?

Explain the importance of each of these THREE questions in market research. (6)

- 4.8 A farming family plans to add value to their family's farming business and engage in agritourism. The table below represents a part of the business plan for the agritourism section of their farm and the estimated cost of each item.

ITEM	COST (R)
Old model non-running tractor	400,00
Furnishing of mini museum	5 000,00
All terrain 4x4 vehicle	300 000,00
Tuck shop	20 000,00
First-aid kit	600,00
Bed and breakfast facility	90 000,00
Four sets of binoculars	4 000,00
TOTAL	

Use the information in the table above to answer QUESTIONS 4.8.1–4.8.4.

- 4.8.1 Identify the item in the business plan that has the highest cost. (1)
- 4.8.2 Which of the items in the business plan is meant to conform to the requirements of the Occupational Health and Safety Act? (1)
- 4.8.3 Calculate the total estimated cost of establishing the agritourism section of the farm according to this business plan. (2)
- 4.8.4 Calculate the percentage of the total costs which is allocated to the bed and breakfast facility. (2)



4.9 Dealing with the following issues in agriculture for harvesting, processing and other operations will result in larger yields, more profitable enterprises and optimal utilisation of resources:

- AgriBEE
- Scientific approach and technology in agriculture
- Food security

Link the aspects mentioned above to each of the following challenges and give ONE reason for your answer:

4.9.1	Poverty	(2)
4.9.2	Low volumes of food products	(2)
4.9.3	Employment and equity	(2)
		[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200



CENTRE NUMBER:

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EXAMINATION NUMBER:

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SECTION A

QUESTION 1.1

1.1.1	A	B	C	D
1.1.2	A	B	C	D
1.1.3	A	B	C	D
1.1.4	A	B	C	D
1.1.5	A	B	C	D
1.1.6	A	B	C	D
1.1.7	A	B	C	D
1.1.8	A	B	C	D
1.1.9	A	B	C	D
1.1.10	A	B	C	D

(10 x 2) (20)

QUESTION 1.3

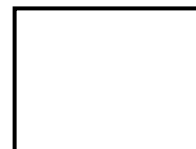
- 1.3.1
- 1.3.2
- 1.3.3
- 1.3.4
- 1.3.5
- 1.3.6.....
- 1.3.7.....
- 1.3.8.....
- 1.3.9.....
- 1.3.10.....

(10 x 1) (10)

QUESTION 1.2

1.2.1	
1.2.2	
1.2.3	
1.2.4	
1.2.5	
1.2.6	
1.2.7	
1.2.8	
1.2.9	
1.2.10	

(10 x 2) (20)



TOTAL SECTION A: 50





TOTAAL AFDELING B: 150
GROOTTOTAAL: 200

[50]

4.9.3	Werkverskaffing en gelykheid	(2)
4.9.2	Lae volumes voedselprodukte	(2)
4.9.1	Armoede	(2)

Koppel die aspekte hierbo genoem aan elkeen van die volgende uitdagings en gee EEN rede vir jou antwoord:

- AgriSEB
- Wetenskaplike benadering en tegnologie in landbou
- Voedselsekuriteit

4.9 Die hantering van die volgende aspekte in landbou vir oesinsameling, prosesering en ander bedrywighede sal tot groter opbrengste, meer winsgewende ondernemings en optimale benutting van hulpbronne lei:

4.6

Chemikalieë wat op plase gebruik word, is gevaarlik indien dit onverskillig hanteer word, nie net vir die gebruiker nie, maar ook vir ANDER in die omgewing. Daar moet kennis geneem word dat die meeste van die gevaar/gif in die vorm van 'n residu/neerslag van hierdie chemikalieë op geeste landbouprodukte voorkom en dit word na gradering en verpakking oorgeleë tot dat die produk die verbruiker bereik.

Noem VIER van die ANDER (organismes wat geaffekteer kan word) wat in die paragraaf hierbo genoem word.

(4)

4.7

Dit is belangrik dat die boer kennis oor die presiese mark vir sy/haar produk genereer en inwin. Van hierdie noodsaaklike kennis word deur marknavorsing verkry. Drie belangrike vrae in marknavorsing word hieronder genoem:

- Wat is die grootte van die mark?
- Is die mark stabiel?
- Hoeveel kompetisie is daar in die mark?

Verduidelik die belangrikheid van elkeen van hierdie DRIE vrae in marknavorsing.

(6)

4.8

'n Boerderfamilie beplan om waarde tot hul familieboerderijbesigheid te voeg en pak agri-toerisme aan. Die tabel hieronder verteenwoordig 'n gedeelte van die besigheidspaan vir die agri-toerisme-afdeling van hul plaas sowel as die beraamde koste van elke item.

ITEM	KOSTE (R)
Ou model onbruikbare trekker	400,00
Uitrus van mini-museum	5 000,00
4x4-velvoertuig	300 000,00
Snoepwinkel	20 000,00
Noodhulpstel	600,00
Bed-en-ontbytfasilliteit	90 000,00
Vier verkrykers	4 000,00
TOTAAL	

Gebruik die inligting in die tabel hierbo om VRAAG 4.8.1–4.8.4 te beantwoord.

4.8.1 Identifiseer die item in die besigheidspaan wat die hoogste koste het.

(1)

4.8.2 Watter EEN van die items in die besigheidspaan is bedoel om aan die (verreistes) van die Wet op Beroepsgeesondheid en Veiligheid te voldoen?

(1)

4.8.3 Bereken die totale beraamde koste vir die daarstelling van die agri-toerisme-afdeling op die plaas volgens hierdie besigheidspaan.

(2)

4.8.4 Bereken die persentasie van die totale koste wat aan die bed-en-ontbytfasilliteit gewy word.

(2)





- 4.5.3 (2) Outonomie
- 4.5.2 (2) Lid se ekonomiese deelname
- 4.5.1 (2) Demokratiese kontrole

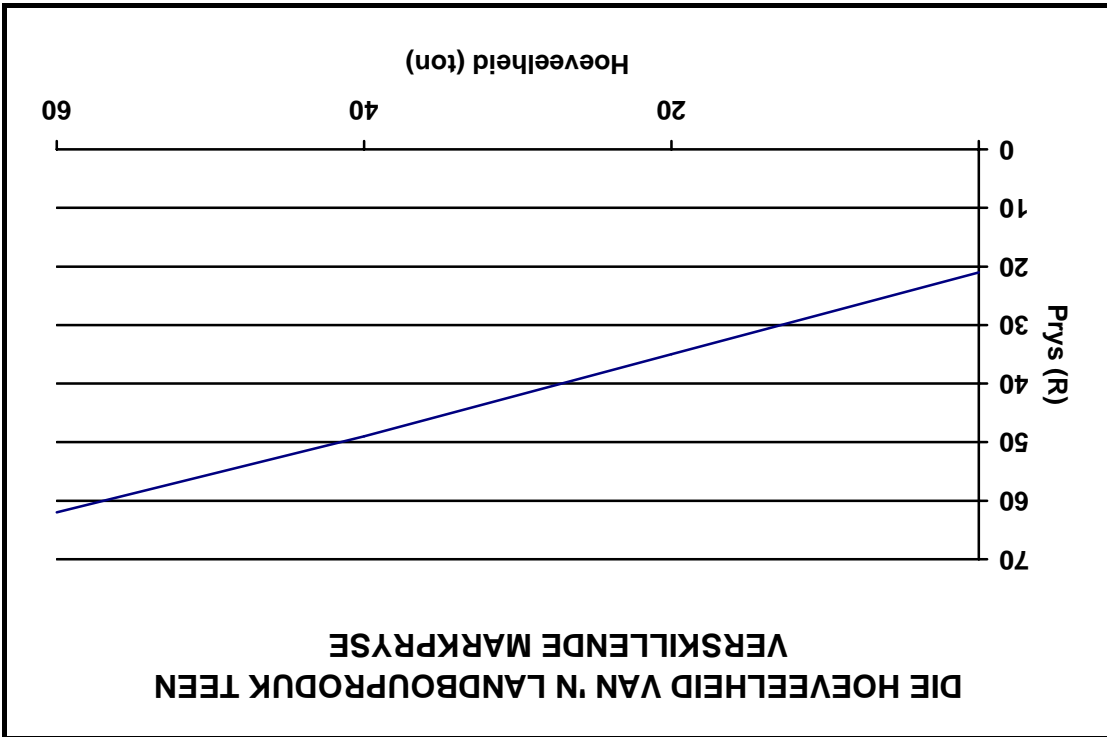
4.5 Soos alle vorme van besighedsondernemings word koopeasies ook deur vasgestelde beginsels gele. Beskryf die betekenis van elkeen van die volgende beginsels wat deur koopeasies in die agribesighedsomgewing gebruik word:

- (a) 'n Baie goeie oes gedurende daardie seisoen/periode
- (b) Skaarshheid van die kommoditeit, byvoorbeeld gedurende 'n droogte

4.4.3 Verduidelik kortliks die effek van die hoeveelheid van die produk voorsien en die eenheidsprys (in rand) in 'n vryemarkstelsel met verwysing na die volgende:

4.4.2 Lei die hoeveelheid van die produk wat voorsien word van die grafiek af, indien die prys teen R25,00 per eenheid vasgestel is.

4.4.1 Identifiseer die konsep van bemarking wat deur die grafiek hierbo verteenwoordig word.



4.4 Die grafiek hieronder toon die hoeveelheid van 'n landbouprodukt wat produsente/boere aan die sentrale mark teen 'n gegewe prys sal voorsien.

VRAAG 4: OES, WAARDETOEVOEGING, BEMARKING, AGRITOEERISME EN BEDRYF

Begin hierdie vraag op 'n NUWE bladsy.

- 4.1 Agt opkomende kleinboere beplan om 'n eetbare gewas en kleinveeprdukte te produseer.
- (5) Noem VYF atsetgebiede waar hierdie boere hul prdukte kan verkoop.
- 4.2 Prosessering van landbouprdukte vereis goeie bestuursvaardighede en -praktyke. Die risiko van die verskaffing van swak gehalte prdukte moet vermy word en verliese deur vermorsing en gevolglike winsverliese moet ook vermy word.
- Skryf die belangrikheid/redes neer vir elkeen van die volgende aktiwiteite wat geïmplementeer moet word wanneer 'n landbouprdukt geprosesseer word:
- 4.2.1 Skoonmaak (1)
- 4.2.2 Bedekking (1)
- 4.2.3 Opsny (1)
- 4.2.4 Vermenging (1)
- 4.2.5 Verdeel in groottes of porsies (1)
- 4.2.6 Plaas in hours, byvoorbeeld inlé en inmaak (1)
- 4.3 Verskeie gewasse vereis sondroging voordat dit geprosesseer, gestoor of bemark word. Noem VIER faktore wat die tyd wat nodig is om 'n geeste gewas in die son of slegs in 'n oop omgewing te droog, sal beïnvloed.
- (4)





3.8 Vir 'n volhoubare plaasbesigheid moet die voornemende besigheidspersoon 'n goeie besigheidsplan saamstel.

Bespreek die besigheidsplan onder die volgende opskritte:

- 3.8.1 Interne kragte wat tot groot sukses in die boerderybedryf kan lei (2)
- 3.8.2 Eksterne kragte wat geleenthede vir die besigheid skep om in die toekoms uit te brei (2)
- 3.8.3 Potensiele risiko's (1)

[50]

3.7

Die wins of verlies van 'n boerderyonderneming word die bruto marge genoem. Om die bruto marge van 'n onderneming te bereken, word die totale uitgawes van die totale inkomste van daardie onderneming afgetrek. Kennis van die bruto marge help die boer om besluite oor die winsgewendheid van die boerderyonderneming te neem.

'n Boer het die volgende inkomstewardeste vir beide die gewas- en vee-ondernemings:

- Gewasonderneming = R150 500,34
- Vee-onderneming = R12 300,15

Die tabel hieronder reflekteer die uitgawes wat deur die boer aangegaan is.

UITGAWES VIR DIE BEDRYF VAN 'N VEE-ONDERNEMING		Datum	Uitgawes	Bedrag (R)
		12/3/11	Aankoop van 8 x 50 kg aanvangskorrels teen R50,00 'n sak	400,00
		25/3/11	Aankoop van dip 2 x 5 liter teen R120,00 elk	240,00
		26/6/11	Aankoop van ontwormingsmedisyne	145,00
		10/7/11	Aankoop van lek	300,00
		22/8/11	Aankoop van entstof	250,00
		22/8/11	Aankoop van 8 x 50 kg groeipille teen R56,50 'n sak	452,00
		17/10/11	Aankoop van 50 kg voerbymiddels	2 300,00
		23/12/11	Aankoop van lusernhooi	3 940,00
			TOTAAL	8 027,00
UITGAWES VIR DIE VERBOUING VAN 3 ha GEWASSE		Datum	Uitgawes	Bedrag (R)
		8/9/11	Ploeg van land teen R210,00 per hektaar	630,00
		12/9/11	Eg van land teen R180,00 per hektaar	540,00
		15/9/11	Bemesting van land teen R100,00 per hektaar	300,00
		15/9/11	Aankoop van 15 x 50 kg kunstmengsels teen R80,00 per sak	1 200,00
		16/9/11	Uitlopers vir aanplant 15 x 50 kg sakke teen R50,00 per sak	750,00
		19/9/11	Voedsel vir werkers wat plant	200,00
		15/10/11	12 x 50 kg KAN teen R95,00 per sak	1 140,00
		15/11/11	12 x 50 kg KAN teen R95,00 per sak	1 140,00
			TOTAAL	5 900,00

3.7.1 Bereken die bruto marge vir beide ondernemings deur die inligting in die tabel hierbo te gebruik.

3.7.2 Lei die mees winsgewende onderneming af en motiveer jou antwoord deur 'n rede te verskaf.

3.7.3 Bereken die netto inkomste van die plaas.

Blaai om asselblief

Kopiereg voorbehou



EASTERN CAPE

3.4.2 Identifiseer TWEE karakteristieke wat die finansiële vaardighede van die entrepreneur toon. (2)

3.4.3 Noem die beste manier om sukses van 'n entrepreneur te meet. (2)

3.5 Daar is wêreldwyd 'n groeiende aanvraag na voedsel en ander kommoditeite. Drastiese veranderinge vind in die landbousektore plaas en dit dwing ons om oor die rol wat boere speel om die ekonomie te ondersteun, te herbesin. Verduidelik kortliks hoe elkeen van die volgende aspekte hanteer moet word om die groeiende behoefte na landbouprodukte te bevredig: (2)

3.5.1 Risiko (2)

3.5.2 Volhoubaarheid (2)

3.6 Die tabel hieronder verteenwoordig die bywonningsregister van 'n plaas. (2)

WERKERSBYWONINGSREGISTER

Werkgever	Mmbila Plase	Week	2	Mei 2011	TOT	8	Mei 2011	Werknemer				Datum		Dag		
								Voorletters	Van	Kode	Beroep	Strooman	aan		af	
																1
																2
																3
																4
																5
																6
																7
																8

3.6.1 Lei die lengte van die normale werksure vir KK Clever op hierdie plaas gedurende hierdie periode in Mei 2011 af. (2)

3.6.2 Identifiseer die datum wat KK Clever oortyd gewerk het en die getal uur betrokke aan. (2)

3.6.3 Berekende die totale aantal uur wat KK Clever gedurende hierdie week gewerk het. Toon ALLE berekeninge. (4)

3.6.4 Geen werksure is vir KK Clever op dag 1 (02-05-2011) aangeteken nie. Gee 'n rede hiervoor. (1)



VRAAG 3: REKORDHOUDING, FINANSIËLE STATE EN ENTREPRENEURSKAP**Begin hierdie vraag op 'n NUWE bladsy.**

3.1 Wanneer 'n besigheidstransaksie plaasvind, word 'n brondokument voorberei. 'n Kwitansie is 'n voorbeeld van so 'n brondokument.

Du! TWEE gevalle aan waar 'n boerderyonderneming 'n kwitansie aan die klient sal uitreik.

(2)

3.2 Baie boere in Suid-Afrika verkies nog steeds betaling per tjek vir plaasuitgawes.

3.2.1 Noem TWEE voordele om per tjek te betaal in plaas daarvan om met kontant te betaal.

(2)

3.2.2 Sekere belangrike inligting wat op 'n tjek voorkom, kan in drie dele gedeel word, naamlik:

- (a) Bankinligting
 (b) Besigheidsinligting (begunstigde)
 (c) Transaksie-inligting

(2)

(2)

(2)

Gee TWEE voorbeelde van detail op 'n tjek wat aan elkeen van die drie afdelings hierbo genoem, gekoppel kan word.

3.3

Dit is belangrik om in 'n boerderyonderneming rekords te hou. Gebruik die tabel hieronder om die volgende lys van rekords as produksie, fisiese of finansiële rekords te klassifiseer.

LYS VAN REKORDS

- Inventaris van werkswinkeligereedskap
- Voorraad saad vir die volgende plantseisoen
- Oesopbrings per ton kunsmis gebruik
- Getal en kondisie van jong diere wat vanaf een enkele moeder gebore is
- Kontantloei

PRODUKSIE-REKORDS	FISIESE REKORDS	FINANSIËLE REKORDS

(5)

3.4

'n Entreprenuer is iemand wat die vermoë het om 'n unieke markgeleentheid te identifiseer en bereid is om 'n risiko te loop om 'n besigheid te ontwikkel.

3.4.1 Verduidelik die belangrikheid daarvan dat 'n entreprenuer visioenêre leierskapskappe moet te hê, deur na die stelling hierbo te verwys.

(2)



2.6

Normale plaasaktiwiteit het geen invloed op grondtekstuur nie, maar ander grondeienskappe soos grondstruktuur en voedingsstatus is veranderlik. Dit is belangrik dat die boer nie toelaat dat sekere eienskappe wat grondpotensiaal bepaal, verswak nie.

(5) Noem VYF maniere om die produktiwiteit van sandrige grond te verbeter.

2.7

Die volgende stellings verwys na beide gewas- en veeproduksiestelsels. Kategoriseer hierdie produksiestelsels as intensiewe stelsel, semi-intensiewe stelsel en ekstensiewe stelsel.

(1) 2.7.1 Grootmaak van vee op slegs natuurlike weiveld

(1) 2.7.2 Aanhou van vee in 'n voerkraal

(1) 2.7.3 Plaasdiere wat in 'n voerkraal aangehou word, word soms toegang tot natuurlike weiding of aangepiante weiding gegee

(1) 2.7.4 Aanplant van gewasse in 'n kweekhuis

(1) 2.7.5 Toepassing van droëland-gewasproduksie

2.8

Meganisering is die gebruik van masjinerie in plaas van mense om die werk te doen. Dit word dikwels deur meganiese krag vanaf trekkers, enjins en/of diere aangedryf.

(5) Noem die voordele van meganisering deur te verwys na VYF punte om die belangrikheid van die gebruik van plaasimplimente in 'n boerderyproses te beklemtoon.

2.9

'n Kleinskaalgaaanprodusent met 350 ha grond in die Limpopo Provinsie het vir die laaste ses jaar gewasopbrengste aangeteken. Verskillende hoeveelhede bemesting is aan die akkerbougrond toegegee en die opbrengs het op 'n jaarlikse basis geleidelik toegeneem, maar het soms konstant gebly. Die tabel hieronder verteenwoordig die opbrengste wat van die akkerbougrond verkry is met die onderskeie vlakke van bemesting wat toegegee is.

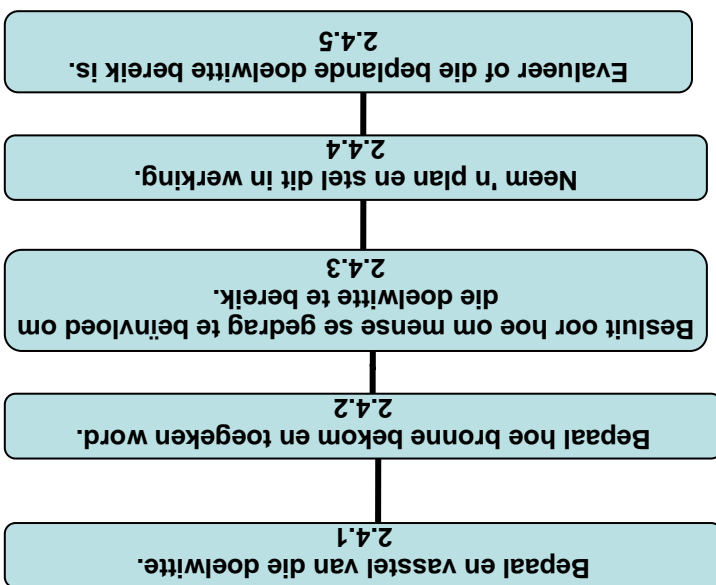
AANPLANTINGSEISOEN (JAAR)	HOVEEELHEID BEMESTING (kg/ha)	OPBRENGS (ton/ha)
1	20	20
2	50	55
3	80	100
4	110	150
5	140	165
6	170	165

Teken 'n lyngrafiek deur die data hierbo te gebruik om die verband tussen gewasopbrengs en bemestingstoediening op hierdie landerye aan te dui.

[50]
(6)

2.4

Beide die plaasbestuurders en die algemene bestuurders van boerderybedrywe verrig vyf bestuursfunksies. Die skematiese voorstelling hieronder verwys na die bestuursproses.



Noem die verwante bestuursfunksie gemerk 2.4.1-2.4.5 in die skematiese voorstelling hierbo.

(5)

2.5

Suid-Afrika moet werkers gelyke werksgeleentheid bied soos gedefinieer in Suid-Afrika se Gedragskode vir Goie Praktyk en Gelyke Indiensneming. Werkers op billike handelsplase geniet vryheid van assosiasie, veilige werksomstandighede en bestaansione. Kinderarbeid is streng verbode.

WETGEWING	DOEL
Wet op Beroepsgesondheid en Veiligheid, 1993 (Wet 85 van 1993)	2.5.1
Wet op Basiese Diensvoorwaardes, 1997 (Wet 75 van 1997)	2.5.2
Wet op Vergoeding vir Beroepsbeserings en -siektes, 1993 (Wet 130 van 1993)	2.5.3

Pas die wetgewing hierbo by die ooreenstemmende doel hieronder. Skryf slegs die LETTER teenoor die vraagnommer neer.

Doel:

- A. Verseker dat billike arbeidspraktyk bestaan deur die regulering van basiese vergoeding en werksure van werkers.
- B. Het met die maatreëls om beserings te voorkom en die verskaffing van beskermde klere drag by werksplekke te make.
- C. Ondersteun werkgewers en werknemers wat as gevolg van 'n ongeluk by die werksplek beseer, gestrem of gedood is.

(6)



AFDELING B**VRAAG 2: DIERE- EN GEWASPRODUKSIE**

Begin hierdie vraag op 'n NUWE bladsy.

- 2.1 Ondernemingsgidsse beklemtoon die belangrikheid daarvan dat entrepreneurs hul persoonlike en plaasdoelwitte beoordeel.
- 2.1.1 Noem DRIE tipes planne wat deur 'n boer opgetrek moet word om hulle boerderydoelwitte te bereik. (3)
- 2.1.2 Omskryf in breë trekke die belangrikste doelwitte van 'n kommersiële boer. (2)
- 2.1.3 Noem VIER maniere waarvolgens 'n boer die beplanning van sy/haar boerderyonderneming kan evalueer. (4)
- 2.2 Gee VIER redes waarom dit vir 'n veeboer belangrik is om die plaas in kampe te verdeel. (4)
- 2.3 In Suid-Afrika is daar 'n aantal produksiestelsels vir verskillende ondernemings beskikbaar. Die keuse van 'n produksiestelsel is kritiek en sal die winsgewendheid en die stabiliteit van die onderneming affekteer.
- Gee EEN rede waarom elkeen van die volgende faktore so belangrik is wanneer 'n boer die keuse van 'n produksiestelsel vir diere oorweeg:
- | | | |
|-------|-----------------------------|-----|
| 2.3.1 | Markte | (1) |
| 2.3.2 | Effektiwiteit van produksie | (1) |
| 2.3.3 | Voer beskikbaar | (1) |
| 2.3.4 | Veldtipe | (1) |
| 2.3.5 | Winsgewendheid | (1) |



1.3 Die volgende stellings is VERKEERD. Verander die onderstrepte woord(e) om elke stelling KORREK te maak. Skryf die korrekte woord(e) langs die vraagnummer (1.3.1–1.3.10) op die aangehegte ANTWOORDBLAD neer, byvoorbeeld 1.3.11 Rekordhouding.

1.3.1 'n Bestigheidsplan toon normaalweg die werk wat op 'n plaas op verskillende tye gedurende die jaar gedoen moet word.

1.3.2 Roerende kapitaal verwys na die kapitaalgedere soos saad, kunsmis, en brandstof wat vir een produksieseisoen gebruik word.

1.3.3 Die gedeelte van die totale beskikbare kapitaal in die boerderyonderneming wat deur 'n sekere finansiële instelling verskat word, staan as eië kapitaal bekend.

1.3.4 Die verwantskap tussen 'n verandering in prys en vraag na die produk staan bekend as die pryselastisiteit van aanbod.

1.3.5 Die markstruktuur is 'n groep mense met unieke behoeftes en wat 'n kleiner deel van die totale mark uitmaak.

1.3.6 Die produkafset is die resultaat van die wisselwerking tussen vraag en aanbod op die mark.

1.3.7 Die totale hoeveelheid van 'n kommoditeit wat 'n produsent graag op 'n mark wil verkoop staan as die vraag na die produk bekend.

1.3.8 Die prosesseringsproses bestaan uit 'n reeks aktiwiteite om die produk vanaf die plaas na die verbruikers te neem.

1.3.9 By dorpsmarkte word die verkoop van vars produkte namens die boer deur markagente op 'n kommissiebasis gedoen.

1.3.10 Plaaswerkers bestee die meeste van hul tyd aan beplanning, administrasie, bemerking en toesighoudende take op die plaas.

(10) **TOTAAL AFDELING A: 50**



1.1.10 'n Handelaar wat groot volumes produkte direk by produsente, prosesseerders of enige ander bemarkingsbestedaars aankoop vir herverkoop aan kleinhandelsafsetpunte landswyd:

- A Kafee-eienaar
- B Aandelemakelaar
- C Agent van 'n varsproduktemark
- D Groothandelaar

(20) (10 x 2)

1.2

Kies 'n beskrywing uit KOLOM B om by 'n item/frase in KOLOM A te pas. Skryf slegs die letter (A-L) langs die vraagnummer (1.2.1-1.2.10) op die aangehegte ANTWOORBLAD neer, byvoorbeeld 1.2.11 M. Elke beskrywing in KOLOM B mag slegs EEN keer gebruik word.

KOLOM A	KOLOM B
1.2.1 Grondenskappe	A enige iets in die besit van die boerderybesigheid wat finansiële waarde het
1.2.2 Natuurlike weiding	
1.2.3 Klimaat	B gebruik van gevorderde en moderne tegnologie om die produksie-uitset van die plaas te optimaliseer
1.2.4 Totale koste	C die verskil tussen die totale plaasinkomste en uitgawe
1.2.6 Netto plaasinkomste	D die hooffaktor wat bepaal of 'n gebied vir die verbouing van 'n bepaalde gewas geskik is
1.2.7 Bedryfslaste	E verhit van 'n produk gedurende prosesering om alle patogeeniese mikro-organismes te verwyder en raketwe te verleng
1.2.8 Kwitansies	F krediet wat in dieselfde jaar of seisoen terugbetaal moet word
1.2.9 Sterilisering	G gebruik om voorraad in die handelsinventaris aan te teken
1.2.10 Presisieboerdery	H brondokument wat uitgereik word om te erken dat geld deur die besigheid ontvang is
	I afgelei van gronddata en grondinligting
	J die somtotaal van koste wat vir 'n spesifieke jaar in 'n onderneming gebruik is
	K die mees ekonomiese bron van veevoer
	L totale koste minus totale produksiefaktorkoste

(20) (10 x 2)



1.1.5 Die proses in die bestuur van 'n plaas waar 'n keuse tussen twee alternatiewe gemaak word:

- A Motivering
- B Besluitneming
- C Kontrol/Behoor
- D Leierskap

1.1.6 Die bestuursaksie wat 'n boer gebruik om werkers aan te moedig om hul beste te lewer om produksie te verhoog:

- A Implementeer van 'n bonusstelsel
- B Stel meer toesighouers aan
- C Gebruik 'n elektroniese bywoningstryk
- D Gebruik geslotekringkameras

1.1.7 Die plaas se finansiële beplanninginstrument wat nodig is om te verseker dat geld wat vir die voortgaan van die produksieproses benodig word, te alle tye beskikbaar is:

- A Inkomstebelastingstaat
- B Versekeringsfondsstaat
- C Kontantvloeibegroting
- D Boedelbelastingvorm

1.1.8 Die volgende is die hoof funksies wat direk aan die bemerkingsproses van landbouprodukte gekoppel is:

- I Storing/Bergring
- II Finansiering
- III Vervoer
- IV Prossesering

1.1.9 Hierdie is die tipe krediet wat 'n boer normaalweg gebruik om grond te koop en vir vaste verbeteringe soos geboue, heining en boorgate, waar 'n groot kapitale belegging nodig is:

- A Intermediêre krediet
- B Mediumtermynkrediet
- C Langtermynkrediet
- D Korttermynkrediet



AFDELING A

VRAAG 1

1.1 Verskeie opsies word as moontlike antwoorde vir die volgende vrae gegee. Kies die antwoord en maak 'n kruisie (X) in die blokkie (A–D) langs die vraagnummer (1.1.1–1.1.10) op die aangehegte ANTWOORDBLAD.

Voorbeeld:

1.1.11	<input checked="" type="checkbox"/>	A	<input type="checkbox"/>	B	<input type="checkbox"/>	C	<input type="checkbox"/>	D
--------	-------------------------------------	---	--------------------------	---	--------------------------	---	--------------------------	---

1.1.1 Die ekonomiese eienskap van grond wat bepaal dat die opbrengspotensiaal van die grond nooit oorskry kan word deur ekstra toediening van kunsmis nie:

- A Wet van ekonomiese skaal
- B Duursaamheid
- C Wet van dalende meer opbrengs
- D Onvernietigbaarheid

1.1.2 Die moelikhed met die bewerking van grond wat veroorsaak word deur uiterstes in grondtekstuur, soos oorwegend sandrige of oorwegend kleigronde, sal altyd verminder word deur ...

- A watervoorsiening.
- B vroeë bewerking.
- C kontoerbewerking.
- D verhoogde organiese materiaalinhoud.

1.1.3 Die tipe werker wat opgelei is en weet hoe om verwante gespesialiseerde take op die plaas vir 'n lang tyd te verrig:

- A Waarnemende werker
- B Geskoolde werker
- C Tydelike werker
- D Ongeskoolde werker

1.1.4 Die tipe plaasbeplanning wat die program van die begin tot die einde van elke dag hanteer:

- A Fisiese plaasbeplanning
- B Besigheidsplan
- C Daaglikse beplanning
- D Onderhoudsplan





1. Hierdie vraestel bestaan uit VIER vrae. Beantwoord AL die vrae.
2. AFDELING A (VRAAG 1) moet op die aangehegte ANTWOORDBLAD beantwoord word.
3. Plaas die ANTWOORDBLAD vir AFDELING A (VRAAG 1) voor in die ANTWOORDEBOEK.
4. AFDELING B (VRAAG 2 tot 4) moet in die ANTWOORDEBOEK beantwoord word.
5. Begin ELKE vraag in AFDELING B op 'n NUWE bladsy.
6. Lees die vrae aandagtig en antwoord slegs wat gevra word.
7. Nommer die antwoorde korrek volgens die nommeringstelsel wat in hierdie vraestel gebruik is.
8. Nieprogrammeerbare sakrekenaars mag gebruik word.
9. ALLE berekeninge moet tot TWEE desimale afgerond word, tensy dit anders aangedui word.
10. Gee spesiale aandag aan eenhede waar van toepassing.
11. Skryf netjies en leesbaar.

INSTRUKSIES EN INLIGTING



Hierdie vraestel bestaan uit 17 bladsye en 'n 1 bladsy-antwoordblad.



TYD: 2½ uur

PUNTE: 200

LANDBOUBESTUURSPRAKTYKE
FEBRUARIE/MART 2012

GRAAD 12

NASIONALE
SENIOR SERTIFIKAAT

Department:
Basic Education
REPUBLIC OF SOUTH AFRICA

basic education

